



“Building Business & Community Partnerships with Sandia National Laboratories”

**Acquired Services
Department 10256**

Sandia Business Partners:

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Sandia is a multiprogram laboratory operated by Sandia Corporation, a Lockheed Martin Company,
for the United States Department of Energy under contract DE-AC04-94AL85000.





Department 10256

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Acquired Services Department 10256

Buyer:

Commodity:

- | | |
|----------------------|--|
| • Martrice Bordlemay | Consultant, Professional Services Agreement (PSA,) and Speaker Letters |
| • Patsy Jones | Support Services, miscellaneous |
| • Amber Lewis | Support Services, miscellaneous |
| • J. J. Rambo | Staff Augmentation, Information Services |
| • Gary Romero | Environmental Remediation, ES&H, Waste Management, and Telecommunication |
| • David Stafford | Support Services, miscellaneous |
| • Lynne Starkweather | Staff Augmentation
Consultant
- Business Development/Marketing |
| • Liz Turner, Buyer | Consultant/PSA/Speaker Letters |





What Department 10256 Buys

- Types of contracts:
 - Contractor Directed
 - Sandia Directed
 - Contractor Specialist
 - Staff Augmentation
 - Professional Service Agreements (PSAs)
 - Consultants



Types of Contracts: Definitions

Contractor-directed contracts: those contracts placed with companies that have management expertise, financial resources, and technical capabilities in the area of expertise required at Sandia. The companies' expertise is sufficient that 1) its management is active in the contract performance and capable of taking high level direction via the contract and translating that direction into appropriate work assignments to ensure satisfactory completion of the job; 2) Sandia interaction with the work performance of the companies' personnel is generally limited to contract monitoring such as by a Sandia Delegated Representative (although Sandia retains the right to make corrections and perform inspections as necessary to ensure compliance with contract requirements); and 3) customary business and technical interactions between Sandia and the company are normally carried out at the management levels of the companies' staff.



Types of Contracts: Definitions

Sandia-directed contracts: those contracts placed with companies that either do not have management expertise and technical capabilities in the area of expertise required at Sandia, or Sandia's needs do not require the companies' management expertise for making appropriate work assignments to ensure satisfactory completion of the job. However, the companies are required to have adequate financial resources to ensure satisfactory completion of the job. Sandia personnel will provide necessary technical direction and assignment and prioritization of work tasks to company personnel. These contracts may include both Staff Augmentation and Contractor Specialist contracts.



Types of Contracts: Definitions

Contractor Specialist contracts: those contracts placed with companies that have management expertise, financial resources, and technical capabilities in the area of expertise required at Sandia (i.e.: the companies have established a "market niche" with a significant customer base beyond Sandia). The companies' expertise is sufficient that 1) its management is active in the work performance of individual personnel and capable of providing management oversight and problem-solving for its personnel at appropriate levels of detail of the required work to ensure satisfactory completion of the job; 2) properly trained and skilled personnel are available to back-fill positions upon turnover or vacation absences; and 3) the companies' personnel assigned work for Sandia, at Sandia controlled facilities or off-site, are capable of taking direction from Sandia and carrying out their assignments satisfactorily. These contracts may be for full-time support for an indefinite period of time or may be for on-call, as-needed requirements for less than full-time, short periods of time. Demand for the companies' expertise is high, and continued employment of its personnel is not contingent upon contractual relations between Sandia and the company. Contractor Specialist requirements are placed under Sandia-directed contracts.



Types of Contracts: Definitions

Staff Augmentation contracts: those contracts placed with companies that have management expertise, financial resources, and technical capabilities in the area of personnel recruitment. The companies' expertise is such that 1) its management is not active in the work activities of individual personnel and is not capable of providing problem solving skills for its personnel at appropriate levels of detail of the required work to ensure satisfactory completion of the job; and 2) the companies' personnel assigned to work for Sandia, at Sandia controlled facilities or off site, are capable of taking direction from Sandia and carrying out their assignments satisfactorily. These contracts are typically for full time support for an indefinite period of time but may also include less than full time work. Staff Augmentation requirements are placed under Sandia directed contracts.



Types of Contracts: Definitions

Professional Service Agreements (PSA's): are entered into with INDIVIDUALS ONLY who, acting on their own behalf, provide independent, expert services of a technical or professional nature.

Consultant Agreements: Consultants are individuals or consulting organizations that provide predominantly advisory services in professional field of special knowledge or training.



Acquired Services

FY 99 (10/98 - 9/99) Total Dollars Spent

•8(a)	\$ 7.9 Million
•Disadvantaged	\$ 306,505
•Small Business	\$ 5.8 Million
•Woman Owned	\$ 5.8 Million



Sandia's Expectations of Suppliers

- Recommend creative solutions for cost control
- Provide value added services
- FOCI requirements (if applicable)
- Service Contract Act



How We Generate Source Lists

Acquired Services:

- Through Supplier Relations

- Primary Source -Line Organization

 - Market to line organization by making contact through professional associations, trade associations, and trade shows

- Word of mouth